

Message Text

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ACTION NEA-10

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FM USLO RIYADH
TO DEPT OF TRANSPORTATION WASHDC PRIORITY
INFO SECSTATE WASHDC 623
TREASURY DEPT WASHDC 44
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DOT FOR ASST SEC DAVENPORT

TREASURY FOR BOWDEN, IS

USDOC FOR CAGNE

EO 11652: NA
TAGS: BTIO/BTRA/BENG, SA
SUBJECT: BRIEFING OF U.S. FIRMS: - SAUDI BUS COMPANY

1. IN ORDER TO MAKE A FAIR AND IMPARTIAL ASSESSMENT OF
BIDS TO BECOME INVESTOR/OPERATOR OF THE SAUDI ARABIAN BUS
COMPANY IT IS NECESSARY FOR INTERESTED FIRMS TO PROVIDE
INFORMATION REQUIRED BY THE MINISTRY OF COMMUNICATIONS.
THIS SHOULD INCLUDE BUT NOT BE LIMITED TO THE FOLLOWING:

- I. DESCRIPTION OF THE FIRM
 - A. WHEN, WHERE AND HOW FOUNDED
 - B. SCOPE AND TYPES OF SERVICES PROVIDED
 - C. SIZE
 - D. OWNERSHIP
 - E. FINANCIAL INFORMATION:
 - 1. CURRENT VALUE OF CONTRACTS
 - 2. REVENUES

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- 3. TOTAL ASSETS
- 4. POSITION ON EQUITY PARTICIPATION
- 5. ABILITY TO RAISE 100,000,000 RIYALS
- 6. COPY OF 1977 ANNUAL REPORT(S)
- II. CAPABILITIES AND EXPERIENCE:
 - A. TRANSPORTATION EXPERIENCE - INTERNATIONAL
 - 1. CURRENT OPERATIONS

2. NUMBER OF VEHICLES
3. NUMBER OF EMPLOYEES
4. EMPLOYEE JOB CLASSIFICATIONS
5. SIZE AND STRUCTURE OF CURRENTLY OPERATING MANAGEMENT STAFFS.

B. ALL BUSINESS AND INDUSTRY EXPERIENCE IN SAUDI ARABIA

1. JOINT VENTURES, AGENTS, AFFILIATIONS, SUB-CONTRACTORS
2. DESCRIPTION OF OPERATION OR CONSTRUCTION ACTIVITIES
3. EXPERIENCE WITH EMPLOYMENT OF THIRD COUNTRY NATIONALS

C. RANGE OF CAPABILITIES

1. MANAGEMENT
2. OPERATIONS
3. MAINTENANCE
4. TRAINING
5. RECRUITING
6. CONSTRUCTION
7. PROCUREMENT
8. FACILITIES DESIGN
9. LAND ACQUISITION
10. FISCAL CONTROL

III. OPERATIONAL DEMANDS

1. NAMES AND QUALIFICATIONS OF PERSONNEL PROPOSED FOR ASSIGNMENT IN SAUDI ARABIA
2. AVAILABILITY DATES OF ASSIGNED MANAGEMENT AND OPERATIONAL PERSONNEL

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3. PROPOSED MANAGEMENT FEE AND COMPENSATION PROCEDURE (FIXED FEE, COST-PLUS, INCENTIVE BASED, ETD.)
4. POST CONTRACT AWARD START-UP SEQUENCE, LEAD TIMES AND DATES.
5. ESTIMATED SCOPE OF PLANNING, ORGANIZATION EFFORT AND ATTENDING COSTS BETWEEN CONTRACT AWARD AND INITIAL OPERATION IN SAUDI ARABIA.

IV. GENERAL INFORMATION

1. DESCRIBE YOUR INTERPRETATION OF THE BUS OPERATOR'S PERFORMANCE REQUIREMENTS, RESPONSIBILITIES AND OPERATIONAL APPROACH.
2. AREAS OF WORK TO BE PERFORMED BY SUBCONTRACTORS.

2. ABOVE INFORMATION SHOULD BE PASSED ON TO INTERESTED FIRMS SCHEDULED TO ATTEND DOT BRIEFING (ON TAIF MEETING) SCHEDULED IN WASHINGTON MONDAY, JULY 31.

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